

Message Text

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ACTION EB-08

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TAGS: ESTC SP

SUBJ: P. L. EXPORT TRANSACTION CHECK: KIMATES IBERICA S.A.

REF: STATE 036531

1. AN OFFICER OF THE CONSULATE VISITED KIMATES IBERICA, S.A. AND INTERVIEWED MR. MANUEL ROS, PRESIDENT AND MANAGER, AND MR. XAVIER GRAELLS, A DOCTOR IN INDUSTRIAL ENGINEERING AND COMMERICAL MANAGER OF THE FIRM. BOTH OF THEM ARE YOUNG AND APPEAR TO BE AGGRESSIVO AND COMPETENT BUSINESSMAN. KIMATES IBERICA, S.A. IS LOCATED ON AVDA. GENERALISIMO FRANCO 618, 3-A, BARCELONA 21, SPAIN. IT SHARES MODERN OFFICES WITH ELECTRO COMERCIAL ROS, S.A., A COMPANY ESTABLISHED IN 1969, ENGAGED IN THE WHOLESALE DISTRIBUTION OF ELECTRICAL EQUIPMENT, WITH GROSS ASSETS OF ABOUT U.S. DOLLARS 398,000, OWNED BY MR. MANUEL ROS AND HIS WIFE. MR. ROS REPORTED THAT KIMATES WILL HAVE ITS OWN OFFICES IN THE SAME BUILDING WITHIN A SHORT TIME.

2. KIMATES IBERICA, S.A. WAS FOUNDED IN JUN 1977, EMPLOYS 2, AND HAS RESIDENT SALES AGENTS IN BARCELONA, MADRID AND SAN SEBASTIAN. IT IMPORTS AND DISTRIBUTES SEMICONDUCTORS. IT IS A DISTRIBUTOR FOR SPAIN OF FAIR-
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CHILD SEMICONDUTTORI, SPA., VIA ROSELLINI 12, 20124, MILAN ITALY. THE CONTRACT SIGNED ON MAY 12, 1977, WAS SEEN BY INTERVIEWER. MR. ROS STATED FAIRCHILD HAS TWO EUROPEAN OFFICES, COVERING NORTHERN AND SOUTHERN EUROPE RESPECTIVELY, AND THAT, AS SPAIN FALLS WITHIN THE AREA OF THE SOUTHERN EUROPEAN OFFICE LOCATED IN MILAN, KIMATES IS UNDER THE COMMERCIAL JURISDICTION OF THE OFFICE IN

ITALY, ALTHOUGH PRODUCTS ARE IMPORTED DIRECTLY FROM THE U.S.

3. KIMATES IBERICA, S.A. HAS AN AUTHORIZED AND PAID-IN CAPITAL OF ABOUT U.S. DOLLARS 12,400. GROSS ASSETS ARE ESTIMATED AT U.S. DOLLARS 174,000 AND CURRENT LIABILITIES AT U.S. DOLLARS 49,700. MR. ROS STATED THAT 45 PERCENT OF THE SHARE OF KIMATES IBERICA, S.A. IS IN THE HANDS OF KIMATES ITALY, AN IMPORTANT ITALIAN GROUP WHICH CONTROLS FOUR COMPANIES IN ITALY, WHERE IT HAS BEEN OPERATING FOR OVER 10 YEARS.

4. DUN AND BRADSTREET REPORTS KIMATES IBERICA, S.A. IS A NEW COMPANY, THAT THERE IS NOT ENOUGH EXPERIENCE AT PRESENT TO ESTABLISH A CREDIT RATING, BUT THAT IT MEETS OBLIGATIONS PROMPTLY.

5. THE INTERVIEWER SAW A NUMBER OF ORDERS FROM LARGE SPANISH MANUFACTURERS OF ELECTRONIC EQUIPMENT, COMPUTERS, TV, AND SIMILAR EQUIPMENT, THAT KIMATES HAS ON FILE. SOME OF THE ORDERS ARE FOR THE SEMICONDUCTORS COVERED BY THE TWO EXPORT LICENSES REQUESTED BY FAIRCHILD CAMERA AND INSTRUMENT. MT. VIEW, CA. OTHERS ARE FOR SIMILAR COMPONENTS FROM FAIRCHILD, PLACED LATER THAN THE ONE THAT ARE THE OBJECT OF SUBJECT CHECK. MR. ROS STATED THAT THEY ARE NEW IN THE MARKET BUT THAT THEY HAVE

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UNDERTAKEN AN AGGRESSIVE CAMPAIGN TO SELL FAIRCHILD PRODUCTS AND HAVE VERY GOOD PROSPECTS. HOWEVER, THE FACT THAT THEY ORDER SINCE NOVEMBER 1977, WHICH THEY HAVE NOT BEEN ABLE TO MEET, HAS MADE BUSINESS VERY DIFFICULT AND CREATES A LOT OF PROBLEMS TO THEIR CUSTOMERS.

6. IN VIEW OF THE FOREGOING, THE CONSULATE CONSIDERS THAT KIMATES IBERICA, S.A. IS A RELIABLE RECIPIENT OF SENSITIVE U.S. EQUIPMENT, AND THAT IT IS GOING TO IMPORT THE COMMODITIES FOR RESALE IN SPAIN TO BE USED IN THE MANUFACTURE OF ELECTRONIC EQUIPMENT. THEREFORE, THE ISSUANCE OF THE EXPORT LICENSES REQUESTED IS RECOMMENDED.

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